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# PAPER SHELL PECANS

*How to Grow Them*



*The Root System  
We Grow*

*The Kind of Roots Generally Grown  
In Commercial Nurseries*

WHICH CLASS OF TREES WILL LIVE BETTER?

## TEXAS PECAN NURSERY

R. W. FAIR, Manager

ARP, SMITH COUNTY, TEXAS

## THE PAPER SHELL PECAN

In song and poetry the stately oak has been idealized as the monarch of the forest. In this country the clean and strong form of the Pecan proclaims it the aristocrat among trees. It is a little slow of growth, but never stops until it lifts its proud head above all other trees. Its symmetrical form, its graceful branches, its straight trunk, its graceful swaying and its foliage make it a thing of beauty. As a shade tree or an ornamental it has no superior. Its long life teaches us the important lesson of preparing unspeakable pleasures and profits for other generations.

Its shade is not so dense as to wither out the grass, nor to breed disease. It is the cleanest tree that grows. Its stately appearance and graceful form, its long, well formed branches swaying like ostrich plumes in a breeze, give it an attractiveness rarely found. It furnishes a fine crop of the choicest nuts.

It would seem far wiser to fill our yards with these trees rather than the hackberry or short-lived trees, or grass destroying cedar. Nut trees about a home, in addition to their beauty and utility, are wonderfully dear to the heart of the small boy. There are some strong links that bind the erring hearts of youngsters to the dear old home.

Ornament your home with these beautiful, useful, long-lived trees. A few Pecan trees around every home will give a handsome income and additional fame to our country as "the home of the Paper Shell Pecan."

Read elsewhere in this catalogue what a Pecan Grove will pay.

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## THE PECAN THE OFFICIAL TEXAS TREE

**The Pecan Chosen by the State Legislature as the Texas Tree. An Act Naming the Pecan as the Texas State Tree and Declaring an Emergency.**

Be it enacted by the legislature of the State of Texas:

Section 1 The Pecan Tree be, and the same is hereby named and constituted the State Tree of Texas.

Section 2. The fact of the near approach of the end of the Session and the importance of this legislation, and the crowded condition of the calendar, creates an emergency and imperative public necessity requiring the suspension of the Constitutional rule that bills be read on three several days, and that this act take effect and be in force from and after its passage, and it is so enacted.

(Note—S. B. No. 317 passed the Senate on March 14, 1919, by a viva voce vote; and passed the House of Representatives on March 18, 1919, by a viva voce vote.)

Approved, March 20, 1919.

Becomes effective 90 days after adjournment.



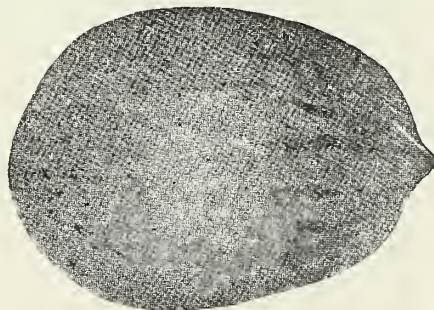
# PAPER SHELL PECANS

## HOW TO GROW THEM

Governor Hogg's request at his death was, that instead of planting a monument at my grave, set out a Pecan tree and let the nuts from this tree be distributed among the school children of Texas to be planted, and let Texas be a land of Pecans.

**We Grow Pecans Exclusively  
and Will Treat You Fair**

**We Guarantee to  
Grow the Best  
Rooted Pecan Trees  
Produced in the  
United States**



**From 90 to 100  
per cent of Our  
Trees Live**

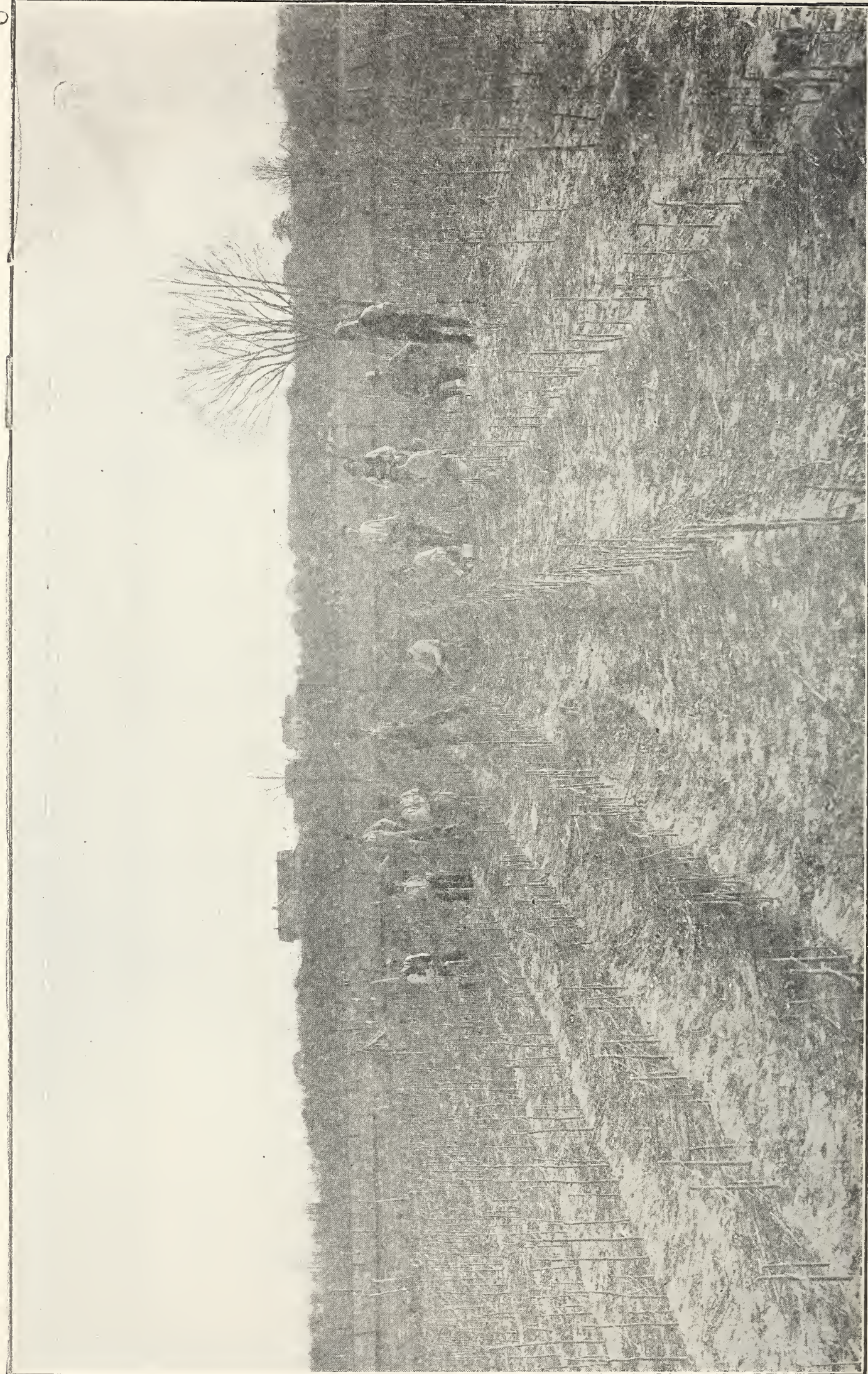
**TEXAS PECAN NURSERY**

**R. W. FAIR, Manager**

**ARP, (Smith County) TEXAS**

**(East Texas)**





Our Budding Force at Work in Early Spring



## Origin of Texas Pecan Nursery

R. W. Fair, the originator and manager of our nursery, awoke to the great possibilities of the PECAN when in his teens, and in order to gather all the knowledge he could on its culture he secured and read all the available literature on this subject.

After a few years he became a successful business man, all the while, however, his Pecan fever ran higher and higher until he was determined to have some experience in budding and caring for trees, so he bought a few thousand from a nurseryman here, then his real experience began.

The services of a man (who claimed to be an expert pecan budder) were secured, but he made a total failure. The following season another attempt was made by another party, but with no results. This was discouraging as well as expensive, but being determined to succeed, the services of a very efficient pecan veteran, Judge Chas. L. Edwards, Station A, Dallas, were secured. This time a number of trees was successfully budded and were ready for sale the following season, which were sold at once.

Seeing how poorly the average pecan tree was rooted and realizing that the greatest thing the pecan industry needed was a tree with a good lateral root system, Mr. Fair was determined to produce this, and began a number of experiments by planting different kinds of seed nuts, in different soils and under different cultivation. After many experiments a perfect root system was produced, which is very essential to the life and growth of a pecan tree.

This young man gave up all other business after succeeding in the development of the best rooted pecan trees grown and established the above nursery in 1909, in order to furnish the people of Texas and adjoining states a large number of trees of which they can expect from 90 to 100 per cent to live and grow under normal conditions.

It has been impossible for us to supply the demand for our trees, notwithstanding the fact that we have greatly increased our nursery from year to year. We now have the largest pecan nursery in Texas, and one of the largest in the South.

### A Comparison of Our Trees With Other Nurseries' Trees

Notice picture of ROOT SYSTEM CAREFULLY on front page.

The trees on the left are grown by our nursery. We plant a seed nut that produces the best rooted pecan tree grown. Our soil here is especially adapted to producing this fine rooted tree and a tree with good roots like ours can reach out in all directions and draw moisture and plant food with every one of these roots. Can a tree do this that hasn't got these roots?

A well rooted tree will not only live better and grow better, but this root system will cause it to bear earlier, and produce more nuts. A well rooted pecan tree should be twice as large in five years' time as a poorly rooted tree like those grown by 90 per cent of the Nurseries. Think of what this will be worth to you.

The trees on the right of picture, on front page, were grown by other Nurseries. Aren't these trees like the ones you have been buying? A tree with this kind of a root cannot draw any moisture

or plant food except from that soil which comes in contact with these few little lateral roots.

A tree with practically no lateral roots, as shown in this picture and like those almost always sold, in many cases cannot live, and those that do live cannot make satisfactory growth. As they cannot draw a sufficient amount of moisture and plant food.

The kind of trees you buy for your grove is its foundation and your future success depends on the quality of trees you set out.

Don't fail to start right and buy the best.

Remember the root system is the life of a tree and will make it what it should be. If you set out a well rooted tree you can expect a good, thrifty growth, but if you set out a sorry tree, you can't expect much.

We guarantee to furnish the best rooted trees grown in the South.

### **How to Grow Paper Shell Pecans**

We have a large number of inquiries asking "how to grow Pecans." To meet these we are giving our experience and the experience of some of the oldest pecan men in the South. So if the large number of people who are interested in pecans will follow the following instructions carefully, success will be sure. We will treat the several features of pecan culture as they come.

#### **Location**

The cotton States are the best adapted to pecan growing: Texas, Louisiana, Mississippi, Georgia, Alabama, Arkansas, Florida and Oklahoma. There are, of course, pecans growing and doing nicely in a few other Southern States, but these are the main States. We believe that Texas is the greatest pecan state there is. There are thousands and thousands of acres of Texas lands that are covered with large, stately pecan trees, in fact, some of them measure 75 feet high and have a spread of about 70 feet. Texas produces over half of the seedling pecans. Why can't she produce the same amount of paper shell pecans? We have the same chance to lead in this industry that we have to lead in raising cotton. There are other States that are greatly in advance of us in growing paper shell pecans, but all Texas needs is for her people to become better acquainted with the great future that lies in the pecan industry, and then we will produce pecans in the same proportion that we produce cotton.

#### **Suitable Soils for Pecans**

Pecans do best on land where you find water from 10 to 30 feet deep. However, I know of some pecan trees that are very large and old which bear well where it is 50 feet or more to the water. Be sure not to plant pecan trees in sour land or land that is not drained. Often this kind of land can be well ditched and made a fine place for your grove. Land that will grow good cotton or corn will produce fine pecan trees. Rich bottom land is good for pecans, but often the upland produces as well. Seventy-five per cent of the pecan groves are being set on upland. Use land that can be cultivated in some kind of crop. Soil that grows large trees of any kind is always good. A great portion of the prairie lands of Western Texas are producing excellent Paper Shell Pecan Trees.



### **Preparation of Soil**

Break your land as early in the fall as possible, and in many cases it will be best to subsoil it, especially where it is hard and tight natured land. If a crop of peas can be grown before or after the trees are set, and turned under while green, it will add much to the growth of the trees.

### **Time to Set Out Grove**

The time to begin setting out pecan trees is about Nov. 1st, as we have most always had good fall rains and enough cool weather to cause sap to go down and trees to shed their leaves. Trees can be set from Nov. 1st until March 15. It is preferable to set trees as early as possible so the winter rains will cause the soil to settle more thoroughly around the roots; however, you can get good results in January and February, and some recommend planting as late as March 15.

### **Distance to Plant Trees**

It depends altogether on the kind of land that is going to be set. Very rich bottom land should have from 12 to 15 trees per acre. Medium land should have from 18 to 20 and thin land should have from 20 to 25 trees per acre. Most of this land should be fertilized, but the poorer the land the more you should use. Some recommend planting trees twice as close as they should be when they get large, and when they become crowded have every other one cut out. By doing this anyone can get the benefit of all the trees for a number of years.

27 trees per acre puts them 40 ft. apart.

20 trees per acre puts them 46 ft. 8 in. apart.

17 trees per acre puts them 50 feet apart.

12 trees per acre puts them 60 feet apart.

### **Buying Trees**

Pecan trees are like anything else, you can buy the kind of trees you want. If anyone wants a cheap tree they can be found, but you cannot expect much when you get them. When one plants pecan trees he wants the best regardless of price. It costs the nurseryman much more to raise first class trees than it does to raise inferior trees. We raise the best, because our trees have a much better root system than any other pecan trees you can buy. We guarantee this.

### **Digging Holes**

Holes should be dug from 30 to 36 inches in width and depth. The top soil should be put in one pile and the clay or bottom soil in another, and when setting trees use the top soil around roots only.

### **Planting Trees**

First upon receiving trees be sure to protect them from the sun, wind or from being frozen. Plant at once and be sure and keep them moist until planted; place tree in hole and fill up hole or dig deeper so the tree will be in the ground about two to four inches deeper than it came out. Arrange roots in proper shape and put dirt around them and pack carefully to prevent injuring the roots. Fill around roots with rich top soil until about two thirds full, then pour in one or two buckets of water, to moisten the ground. This





A birdseye view of one of our Nurseries containing several thousand Budded Paper Shell Pecan Trees, ready for sale, that we guarantee to have the best root system grown in the United States.  
Look at Picture on front page.



water also helps to settle the dirt around the roots, which is very important. As the water dries up, finish filling up with rich top soil. One of the very important points in growing pecans is to set your trees out in a first class way. A card giving full instructions as to how to set and care for your trees is mailed with each shipment.

### **Cultivation**

As we have already said, be sure to have your land in good condition before planting. Plant some crop between the trees that will not grow large, for a tall growing crop will shade and sap them. Cotton, peas, potatoes, peanuts and all kinds of truck or small plants will be suitable. Corn can be planted if plenty of room is given on each side.

Unless you are sure you have a very careful hand to work your trees, we would recommend driving two good stakes about eighteen or twenty-four inches from tree on each side to prevent these trees from being skinned by horse, singletree or plow. These stakes should be four feet high at least.

Cultivate your pecan grove as a good farmer cultivates his cotton crop and in after years it will let you sit back in a chair of ease and it will take care of you the rest of your days.

### **Fertilizing**

This subject is very important, as it is very necessary to get the largest tree in the shortest time, so it will be large enough to bear profitably. Make your land rich for other crops. Stable manure or cotton seed meal is fine. A good formula for growing trees is 8 per cent acid, 4 per cent amonia and 4 per cent potash. This should be scattered around trees and dug or plowed in. First year use about 1 pound to each tree of cotton seed meal or of the above formula, second year 4 pounds, third year 6 pounds, fourth 8 pounds, fifth year 10 pounds. For different soils this can be increased or decreased. Land that will make a bale of cotton to the acre needs no fertilizer.

In transplanting, be careful not to let the fertilizer come into direct contact with the roots, as this is very injurious to the tree. It should be applied close around the tree while small, and mixed thoroughly with the soil and as the tree grows the fertilizer should be scattered out to the end of the limbs and plowed under. Be sure to fertilize and cultivate your grove well, so when bearing age comes the tree will be large and thrifty and will be able to repay you abundantly for your trouble.

### **Bearing Age**

It was once an idea among our older people that it took a pecan tree fifteen years to bear, but the coming of the budded paper shell pecans has long since exploded that idea.

We have a number of trees in our nursery that were budded in the early spring and in May had clusters of pecans on them. We have other trees transplanted two years ago and have from 12 to 50 nuts per tree. Anyone buying our trees, if properly cared for, should begin to have some nuts in three years and all should bear in five years.

It is just as important to have trees that will grow fast as it is

to have early-bearing trees. A grove will not bear profitable crops of nuts before the fifth or sixth year, but crops planted in between trees should pay well. Then for one or two years the nuts will pay about the same as any other crop on same land. After the eighth year it will become more profitable each year. You will scarcely miss the ground the trees take for six to eight years. Pecan trees live for centuries and increase in crops and value each year.

### Average Yield of Pecans per Acre of 20 Trees

One of the largest Pecan Companies of Georgia, who has about 5,000 acres set to pecans, gives the scale below, as an average of what might be expected of a well cared for pecan grove. There are many groves that will make this record, but say they will just pay one half of this amount, won't it be a dandy investment?

	<i>Per tree, based on average records of varieties developed</i>	<i>Average yield per tree, nuts at 40c a pound</i>	<i>Average income per tree</i>	<i>Income per acre</i>
3rd and				
4th year	a few nuts			
5th year	2 to 3 lbs.	2½ lbs.	1.00	20.00
6th year	4 to 5 lbs.	4½ lbs.	1.80	36.00
7th year	7 to 9 lbs.	8 lbs.	3.20	64.00
8th year	10 to 12 lbs.	11 lbs.	4.40	88.00
9th year	18 to 25 lbs.	21 lbs.	8.40	168.00
10th year	37 to 50 lbs.	43 1-3 lbs.	17.33	346.60
15th year	100 to 150 lbs.	125 lbs.	50.00	1000.00
20th year	150 to 300 lbs.	225 lbs.	90.00	1800.00

### What Will A Pecan Grove Pay?

This is a subject we are all interested in, which will be governed entirely by the care given the trees. A well cared for grove will be an asset that anyone will be proud of, but if you are not willing to give your trees a decent showing, you had better not plant them.

A pecan grove put out in first class condition on land that costs say \$25 per acre is valued at \$100 per acre the first year. Each year it is estimated that the growth will increase the value \$100 per acre until they are 10 years old. This making them worth \$1000 per acre.

Here are a few figures for your consideration which will easily prove to you that an acre of paper shell pecans is worth \$1,000 and up if they have had the proper care.

There are a great many capitalists who figure that if they buy a piece of property that pays them \$100 per year, that property is worth \$1,000, which would be 10 per cent. You can value an acre of pecans at \$1,000, and when it is from 12 to 15 years old it should pay from 10 to 30 per cent of that valuation.

Mrs. T. D. Ramsey, of Albany, Georgia, has an 80-acre pecan grove which she has been offered \$80,000 for at 12 years old, but refused to sell it and gave for her reason that there was nothing she could invest her money in that would bring her such an income and at the same time be so safe for her children as the pecan grove. (A wise decision.)

The Americus Times-Recorder reports that Mrs. C. W. Gunnels, of Terrell, Ga., refused a cash offer of \$20,000 for her grove of eleven or twelve



acres, or very nearly \$2,000 per acre. Most of these trees were seedlings with but a few budded trees—yet Mrs. Gunnels says she has an assured income from her pecan trees and knows that the trees will produce even larger crops as they grow older.

An Attorney, of Albany, Ga., was authorized to pay \$5,000 for five acres of Mobile top-worked trees. This offer—\$1,000 an acre—was refused.

Col. C. A. Van Duzee, President of the National Nut Growers' Association, said: "My own best trees are eight years old now and they have returned me more money than the cost of trees, land cultivation, fertilizing and interest on investment." He says he values his grove at ten times what it cost.

Mr. C. M. Barnwell, of Baconton, Ga., sold his young grove for \$200,000. He cannot give up the pecan business, so he has begun another grove of 400 acres.

Mr. I. P. Delmas, Pascagoula, Miss., has an 18 acre grove, which contains 325 trees of four varieties and when this grove was only nine years old he gathered 9,750 pounds of pecans from it. He sold these nuts at 40c to 75c per pound. Say he averaged 50c per pound, the crop for one year paid him \$4,875, or \$270 per acre and \$15 per tree. This 18 acre grove would pay 10 per cent on \$48,750 and each acre would pay 10 per cent on \$2,700; and each tree would pay 10 per cent on \$150. As stated before this grove was only nine years old. You might just say beginning to bear commercially. At twelve and fifteen years of age it should double and treble the above crop, and continue to increase its yield every year as long as they live, and there are lots of pecan trees that are known to be over a hundred years old and are still bearing heavy crops. Think and see if you remember of seeing many large pecan trees dead. Now the above grove has had good attention, but no better than we can give if we will. Let's make a conservative estimate and cut the above figures one-half and figure on 20 trees per acre at \$7.50 per tree. One acre would bring \$150, which would be 10 per cent on \$1,500. Remember we are figuring on young trees, but wouldn't they be worth \$1,000 per acre if they never increased any more? A pecan grove will continually increase in value as the trees grow larger. At twelve years they should double the above yield and at fifteen or twenty years they should double what they did at twelve years.

An article appearing in Home and State of Dallas, November 15, said every home in the pecan district should have at least 25 or 30 good pecan trees set out around the yard, barn yard, cow lot, hog pens, and fence corners. All of these places are fine if the trees are cultivated and started off growing nicely. In many cases pecan trees bear from 200 to 600 pounds of pecans per tree and are readily sold at from 40c to 60c per pound. Twenty-five or thirty trees producing one-half of the above crop and selling at one-fourth the above price would add some \$750 to \$900 to the income from the farm in one year's time.

Mr. John A. Lott, of Waycross, Georgia, has a four acre seedling grove which produced 5,000 pounds of pecans one year and were sold at \$1,275, which was \$318.75 per acre, or would have been 10 per cent on \$3,187.50.

Are these trees not worth \$1,000 per acre?

Mr. L. G. Calvin, of Longview, has four seedling pecan trees





A view taken in Smith County's 1000 acre Pecan Grove. It is called by some "The Million Dollar Farm." It is located at Winona, Texas, and is owned by Eastern capital.



that he planted out for the shade. He has sold as high as \$25.00 worth of nuts from each tree in one year, this making \$100.00 for the four trees. This is as much as \$1,000 would bring loaned at 10 per cent interest.

### What Four Pecan Trees Started

About 18 years ago I set four pecan trees as experiment, says G. T. Gildreth in *The Southern Cultivator*. I was then a young man starting out in life, and some of my wife's neighbors, who were older than I, discouraged me by laughing at the project. The idea had so fastened on me that there was both money and pleasure in them that I ordered a dozen trees and set, this being about four years later than my first, of which 11 lived. About four years later, or 10 years ago, I ordered another half dozen, with only three to live. At the age of nine or ten years my first trees began bearing, which was a delight to me. And have continued to increase year by year. So now I have 24 trees bearing on one acre. Will receive from my best trees this year about \$25. Have one tree I think will yield 100 pounds of nuts, though smaller variety. If the agents had been true and all my trees the larger variety, this tree would have made at least \$50, so that would have made my acre crop this year worth between \$300 and \$500. At the present rate of increase my acre will yield in five years' time from now \$1,000 per year. I have at present about 20 acres set with a nursery row of about 600 trees. Am having my best young trees budded as fast as they get large enough, from my very best trees, so I can know what I am planting, taking no risk on their size. It seems to me that a young man would make no mistake in planting one acre with the right kind of trees, giving them the best attention. It would be better to him in the near future than "bank stock" or "life insurance" business, as there is no country better adapted to them than the hickory lands of the cotton belt.—From *American Nut Journal*.

### Prospective Income of \$10,000

The largest pecan farm in North Carolina is located about five miles from Elizabeth City in Pasquotank county. It is owned by F. V. Scott, the pioneer in pecan culture in that section. He began his orchard four years ago by setting out on his farm, which contains 100 acres of land, 2,000 trees. These trees will begin to bear next year. The planting of this farm cost Mr. Scott about \$2,000.

Mr. Scott has figured that this orchard will at the end of ten years pay him a net profit of \$100 an acre, which will bring him in each year an income of \$10,000. He is now planning to set out other farms which he will divide into small groves and sell.—From *American Nut Journal*.

### Some Records of Individual Trees

The following telegram was sent to the Secretary, National Nut Growers' Association at Houston, November 5th to 7th, 1913. The object of message is to advise that on November 3rd we gathered, from one tree thirteen years old, 235 pounds of Delmas pecans. This we consider the record. Don't know just what these nuts sold for, but not less than 50c per pound. This crop from one tree brought \$117.50. This tree is owned by Delmas & Son, at Pascogoula, Miss.

K. Powell of Cairo, Georgia, has a seedling tree from which he has sold for the last three years an average of \$100 worth of pecans per year.

H. A. Halbert, Coleman, Texas, says: "I consider the Paper Shell Pecan industry the safest, most profitable and lasting of all the industries that spring out of mother earth. I never had a Paper Shell Pecan tree yield me more than \$253.25 in one year, and never less than \$10 per tree after the native trees have been budded five years to Paper Shell Pecans."

J. B. Wright, of Cairo, Georgia, has one Frotscher (budded) tree that is about twenty-three years old that bore 344 lbs. in 1913, and 2,140 lbs. of nuts since beginning to bear. These nuts sold for over 40c per lb. This one tree has paid him \$856.00. How is that?

There is a pecan tree on the banks of the river near Toledo, Tex., that bore one crop of 1,300 pounds of nuts, and if they were sold at 10c per pound this one tree paid \$130 in one year. This tree measured 12 feet 8 inches in circumference four feet from the ground. It is 78 feet high and its limbs spread 71 feet. There are hundreds and thousands of seedling trees all over Texas that bear from 200 to 1000 pounds of nuts per year. Some few trees have been known to bear one ton of nuts per year, but these are scarce.

The Department of Agriculture in Bulletin No. 2 says that a man can plant a pecan grove and cultivate the land in other crops as he has been doing and at the same time be developing his pecan grove that will be worth from \$1,000 to \$2,000 per acre.

Every man that owns his home should set out from one to ten acres in pecans, by all means.

The figures we have given are from good trees and groves and of course cannot be used to base figures for the medium grove, but you can make a very conservative estimate and you will find that there will be after a few years, to the man that sets out five acres a good, easy living and the man that sets out ten acres an easy living and a good bank account. The man that sets out a hundred acre grove will have a fortune.

### **Pecans in Georgia—Past, Present and Future**

The following paper was prepared by Mr. B. W. Stone of Thomasville, Ga., for the Georgia State Horticultural Society:

The Indians gathered nuts from large pecan trees before Georgia was settled. The early settlers kept up the practice of the Indians.

The length of time to grow a pecan tree to bearing was thought to be too long for the hard pressed citizens to undertake, thinking that, at least, over one generation was necessary to grow a tree to bearing age.

In 1871, some large nuts were planted by a few far-seeing planters, expecting to benefit the future generations.

The great Centennial Exposition awarded the prize for pecans to our present Centennial variety. This awakened interest in the industry.

Col. R. W. Stuart, of Ocean Springs, Miss., a gentleman of extensive knowledge and observation, began to gather and to distribute information on pecans. He broadcasted information and fancy pecan nuts for planting, thus creating great interest in the industry. Hence, he is correctly named the "Father of the Pecan Industry."



Our late Pres. Berkmans and S. W. Peek modestly advocated the planting of a few pecan trees in Georgia.

In about 1890 propagating by the annular bud assured great possibilities of the industry. In 1900 a few of our nurserymen realized the importance of supplying the growing demand for guaranteed improved pecan trees by budding and grafting. In 1905 there were not one thousand acres set in the State to improved trees. Today there are about twenty thousand acres planted to pecans in southern Georgia, with twenty trees to the acre, which gives 400,000 pecan trees, or less than one-half million pecan trees in Georgia. The industry is demanding and receiving more attention today than ever before. If the planting continues, and it looks like it will, it will only be a few years until the present acreage will appear small.

You might ask: "Do the actual facts sustain the interest, and will planting for the future be safe?"

We think so, when ten acres at Thomasville last fall, the 7th year after planting, yielded 1,136 pounds of nuts which sold for 50c per pound before gathered. And the same land produced one bale of cotton to the acre.

We think so, when we can get from thirty to sixty pounds of nuts off a ten-year-old tree and sell them for 50c a pound.

We think so, since the planter of a pecan grove now, not only benefits future generations, but himself as well.

We think so, since we see California with 700 car loads of walnuts and a cry for more walnuts, and a great boom on walnut growing in California.

We think so, since an acre of walnuts in California is worth from \$700 to \$1,500, and pecans are better property.

We think so, because we saw the grocery merchant selling shelled pecans faster at 80c per pound than he was selling English walnuts and almonds at 60c.

We think so, since we see if the whole crop of pecans were equally distributed to all the inhabitants of the United States, it would furnish only one dainty meal.

We think so, since there are less than one-half million trees planted, and over thirteen million peach trees in Georgia.

We think so, since the apple sections plant a few more million apples annually.

We think so, since it takes a stiff bank account to buy 100 acres of land, plant to pecans, and care for it seven or eight years, at least.

We think so, since there has never one pecan tree died of old age, and the oldest a few hundred years old.

We think so, since we never hear of a pecan grove being re-set to any other fruit. They are sometimes re-topped, but never re-set.

We think so, since the world needs nuts to take the place of the high priced meats.

It is safe in the future, for what costs little is lightly esteemed and attracts but little attention.

### Over Production

Some people seem to think that there is danger of producing too many pecans, but we say NO, and will give our reason. There are first only a few Southern states that raise pecans in commercial quantities and of course there are people living in the best pecan

districts who will not plant them because they never look further than a year ahead of them. They are not willing to wait from seven to ten years. Another man owning a hundred acres of good land will not put over 10 acres in pecans.

Pecans are not like peaches and most fruits which have to be gathered, sold and eaten or canned in a week's time. We would have never had an over production of peaches, notwithstanding the millions of acres that are set out, if we had twelve months to sell our crop in.

We have several months to dispose of our pecan crop. After the United States has been well supplied pecans can be shipped to any country in the world. There are comparatively few people who really know what pecans are nor do they know that they are becoming very popular for table uses.

There are now several large cracking establishments and the pecan meats are sold at a fancy price for making candies, and other confections. One company gave an order for 220,000 pounds of pecan kernels at one time.

As a food there are very few things that furnish more food value than does the pecan, and this fact is becoming known better each year. Let pecans take the place of meats in your diet.

The pecan growers are advertising their products, and are teach-



*Stuart Pecan Tree set in our grove 3 years ago. An acre of 20 trees like this is worth \$300 to any man*



ing the people its great value as a food production. We import three pounds of nuts for every one pound grown in the United States.

The nut should no longer be considered a table luxury. It should become a staple article of food and may most profitably replace the pork and meats of various sorts which are inferior foods and are recognized as prolific sources of disease.—Dr. J. H. Kellogg, of Battle Creek, Mich.

Ten nut trees planted for each inhabitant will insure the country against any possibility of food shortage. A row of nut trees on each side of our 5,000,000 miles of country roads will provide for a population of 160,000,000. With a vanishing animal industry, nut-culture offers the only practical solution of the question of food supply. As the late Prof. Virchow said, "The future is with the vegetarians."—Dr. J. H. Kellogg, of Battle Creek Sanitarium, Battle Creek, Mich.—From Nut Journal.

### Pecans vs. Insurance

It has often been said that it would be better for a man to leave his wife and children a 10 acre pecan grove in good condition, than to leave them a \$10,000 insurance policy. As the old saying goes, money takes wings and flies. This insurance money can be used carefully, but as a rule it's soon gone, and several children left for the mother to provide for. There are so many investments that look good at first but later the judgment of men and women proves a fail-



This little tree is located on a high sand hill in Arp, it has borne several crops and last season it was so heavily loaded that two limbs broke under the weight, several more bent almost to the ground. Note the empty hulls remaining on the tree in January. For the last three years this tree has paid 10 per cent on a valuation of \$170 or \$51 for the 3 crops. Besides the nuts produced the tree has been growing and increasing in value. Isn't this tree worth \$170? An acre of 20 trees like this would pay 10 per cent on \$3,400.

ure. In many cases the insurance money has been lost in this way.

If a pecan grove has been left, it will bring a regular income increasing each year. A pecan grove increases in value as the trees get older. The money from the pecans is not all turned over to them at one time, but it comes once a year, the grove remains and is in better condition each year as time rolls on.

### **Set Out Pecans for Shade Trees Around Your Home, in the City Parks and Along the Highways**

We find that in many cases the people in the cities and towns and on the farms are putting out pecan trees for shade. This is a wise idea, because there isn't any tree that makes a prettier shade tree than a pecan. It grows to be very large in every way and has a most beautiful shape. Besides its beauty, a few of these trees will add much in the way of food and cash. Why plant trees that will never be of any service except for shades? One good pecan tree will often pay from \$25 to \$50 per tree, and lives to be, in many instances, hundreds of years old.

There is a great move on foot now, to beautify the thousands of miles of State and National highways that traverse our Southern States, by setting PECAN TREES along the roadside.

Dr. Kellogg, of Battle Creek, Mich., says, ten nut trees planted for each inhabitant will insure the country against any possible food shortage. A row of nut trees on each side of our 5,000,000 miles of country roads will provide for a population of 160,000,000.

The pecan is also becoming popular as a memorial tree, being set out by many in honor of our heroes, who made the supreme sacrifice in giving their lives to make the world safe for democracy.

### **Our Nurseries**

Eleven years ago our Mr. Fair made a very careful study of the pecan business, and saw that nothing offered the people of Texas and the Southern States as great an opportunity as did pecan culture. The great trouble in setting out a grove at that time was that most of the trees on the market did not have sufficient root system to make them live. Up to that time there were no pecan trees grown that had lateral roots. (Of course, it is the lateral roots that feed the trees, as they draw in the moisture, etc.) The trees had only a long tap root.

Mr. Fair was determined to grow a pecan tree with good lateral or side roots, in order for the tree to gather plant food and moisture from all directions, so he spent several years experimentng. A perfect root system has been produced and 90 to 100 per cent of our trees live, when given reasonable care. They do not only live, but are able to make a wonderful growth on account of this lateral root system furnishing so much nourishment.

We have several hundred thousand pecan trees growing in our nurseries. The great demand for our well rooted trees, and the confidence our friends and customers have in us has caused us to grow to be one of the largest Pecan Nurseries in the United States, and by far the largest west of the Mississippi River.

Come to see us if you are going to buy trees. We have never had a customer to visit our nurseries who wanted trees, whom we failed to sell.



### **Digging and Packing Trees for Shipment**

A great deal depends upon the care that is given pecan trees while they are being dug and packed. All of our trees are dug fresh, just a few hours before shipping. Each tree is dug separately, with shovel, in order to preserve the excellent root system. Our trees are dug with 24 to 30 inches of tap root and with the many lateral or side roots left several inches, 12 to 18 inches in many cases. This enables our trees to reach out on every side over a space of from 20 to 36 inches. Can the trees with just a long tap root, with no lateral roots, do this?

All trees are brought to packing shed and looked over carefully. If in a good condition they are packed. Trees are packed in bundles and all the damp sawdust that can be put in around roots is put in; around this we put either hay or moss, then bundles are wrapped good with burlap and sewed up tight. Trees are then dipped in water deep enough to thoroughly wet all the wrapping. Our trees can be on the road several days and reach you in better condition than trees shipped out by most nurseries will be in 48 hours.

### **Read This**

#### **East Texas Grown Pecan Trees Are Better**

for all states west of the Mississippi River, than trees grown east of the Mississippi; because they are much better acclimated and accustomed to the many weather changes that exist in these states, such as dry weather, wet weather, hot weather and freezing weather. These conditions, with the wonderful root system we are growing have made our trees live and grow even in the drouth-stricken sections of West Texas in 1916, 1917 and 1918. Most of the Pecan Nurseries east of the Mississippi River are located near the southern part of the states bordering on the Gulf, and the pecan trees grown on or near the coast country are tender, fast growing trees that have never lacked for moisture or fertility and have never been accustomed to dry and freezing weather, which nature requires of a tree, when set where these conditions exist. Trees grown in coast section cannot give you a decent root system. That kind of soil grows just a long tap root with no lateral roots. This kind of tree cannot give satisfaction. **THE ROOT SYSTEM OF OUR PECAN TREES IS THE BEST YOU CAN BUY.** Make us prove it. They are worth three times what other trees cost. **THE ROOT SYSTEM IS THE LIFE AND MAKING OF A PECAN GROVE.** Investigate ours before buying.

Here is What a Few of Our Many Satisfied Customers Say About Our  
Trees and Their Dealings With Us.

Huntsville, Texas, Feb. 15, 1919.

Dear Sir:

Enclosed you will find P. O. money order for \$32.75, amount due you for the 25 pecan trees received this week. Will say they are the finest rooted trees I ever saw, and thank you. Is it possible for you to spare me 150 more pecan trees? I want the 5 to 6 feet size, as you sent before, and your best price on same please. Answer at once.

Respectfully,  
W. G. Bohannon.





This Pecan Tree is 11 years old, it is growing at Arp, on East Texas land that has been in cultivation 75 years. The body measures 12 inches through and is about 50 feet high, with a spread of 40 feet. For several years it has borne good crops, some years producing as high as 75 pounds. This tree is worth \$100 to any one.



To Whom It May Concern:

Tyler, Texas, June 30, 1920.

This will certify that we are acquainted with the business methods of R. W. Fair of the Texas Pecan Nursery of Arp, Smith County, Texas, and that we know him to be wholly reliable and trustworthy.

In his experimental work in the Texas Pecan Nursery, Mr. Fair has accomplished wonders in the propagation of a paper shell pecan with a good lateral root system, and is supplying large numbers of these young trees to growers in Texas and other states.

The Texas Pecan Nursery at Arp is perhaps the largest pecan nursery in the South, and through his work there, Mr. Fair is doing much to build up the pecan industry.

We unhesitatingly commend the pecan as a suitable tree to plant upon any and all occasions, and advise people interested in its culture to confer with Mr. Fair with reference to soil and the kind of trees to plant.

Sincerely,

EAST TEXAS CHAMBER OF COMMERCE,

A. L. Burge, General Manager.

Weatherford, Texas, Aug. 1, 1919.

Gentlemen:

I desire to congratulate you on your pecan root system, as I felicitate myself I am a direct beneficiary from that system. The five twelve-foot Van Deman pecan trees purchased from you in the early spring reached me in splendid condition, and with lateral root system that would have done credit to any apple nursery in the world. These trees were cut back to about five feet, carefully planted according to your directions and every one of them lived and have put on at least three feet of new growth up to this time.

Out of an investment of approximately \$100.00 in pecan trees from other growers extending over several years, the five purchased from you are all I have succeeded in growing.

Respectfully,

Hec A. McEachin.

Denton, Texas, Aug. 2, 1919.

Dear Sir:

After two years' experience with your pecan trees, I am pleased to send you a testimonial. Your trees are the thriftiest I have ever seen and a larger per cent are growing than from any other place I have gotten trees. During the long, hot and dry summer of 1918 we lost only one of your trees, and so far this year have not lost any. Your trees have a WONDERFUL ROOT SYSTEM, and they seem to thrive out on bald prairie, as well as in the sandy land or bottom. I have perfect confidence in your qualifications and business policy and I think that you can, with your knoweledge of different varieties, supply trees that will be best suited to the conditions of the different sections of the country. I have gotten several of my friends around Denton to plant your trees, and they all seem well pleased.

A Halbert tree planted this year has fifteen nuts, and quite a number of trees, set this season and last, bloomed. I expect them to begin bearing in earnest next year. I should like to see more pecan trees planted, and believe they will thrive in places people little suspect will grow them.

Wishing you the success I feel you deserve, I am,

Yours very truly, W. T. Evers.

Floresville, Texas, April 19, 1919.

Gentlemen:

I bought 54 pecan trees from you, put them out in February and EVERY ONE of them lived, and is growing nicely. The limbs are putting on some from top to bottom. I want to know how to prune them. Should I keep the buds pulled off near the ground? If so, how far above the ground? Thanking you for this advice,

Yours truly,  
W. D. Griffith.

Rusk, Texas.

Gentlemen:

Your three several shipments of pecan trees this winter have all been received and planted out. The trees and your manner of dealing have been satisfactory in the highest degree. The root development of the trees is the finest I ever saw, and the utility of this has been preserved to the fullest by the evident care and intelligence used in the digging and packing of the trees. If my trees do not all live and flourish I am sure that it will not be your fault. I feel that the merit of your enterprise should be known, and I authorize you to make any use of this letter you may think proper.

Very truly yours,  
James I. Perkins, Attorney at Law.

Lewisville, Texas.

Dear Sirs:

I received your pecan trees as ordered, but did not know whether they were good or not, as they were the first I ever saw out of the ground, but today I received a small shipment from one of the largest general nurseries in the South. The trees cost me just double what I paid for yours, but I would not give one of yours for two of the others.

There is no comparison in the two orders, nor in the way they were packed for shipment and the condition they reached me in.

Yours very truly,  
Fred M. Huffer, Editor.

In another letter the same customer says:

I find 95 per cent of my trees living after two very dry seasons. If your trees were not extra good they could not have stood the drouth. Have not watered them at all.

Texas Pecan Nursery, Arp, Texas.

Henderson, Texas.

Dear Sirs:—This is to certify that I have bought several lots of pecan trees from Texas Pecan Nursery, and it affords me pleasure to certify that I have had excellent success with them, not losing over two per cent. I attribute this success to the root system, which is the very best, and to the care used in digging and packing.

Yours respectfully,  
E. B. Alford.

Mr. Alford is the President of the East Texas Chamber of Commerce.  
Gilmer, Texas.

Dear Sir:

I bought and sold 410 pecan trees last winter from you and out of that number there were 5 trees that failed to bud out in the spring. My customers are well pleased with them. I have been selling pecan trees for the last seven years, getting them from different nurseries over the country, and have never handled any trees that compared with yours. Yours have the BEST ROOT SYSTEM I have ever seen.

Yours, truly,  
T. E. Roberts.



Temple, Texas, April 15, 1920.

Texas Pecan Nursery, Arp, Texas.

Dear Sirs:—I am glad to say that in my experiences with purchases of pecan trees from the Texas Pecan Nursery, they have the best root system with their pecan trees I have ever seen. I have had signal success in planting and growing them.

I have always found you to be prompt in making shipments of such trees as I have ordered, and they have reached me in most excellent condition.

I believe that in planting pecan trees one of the most essential things is to get a splendid root system, and to buy the nursery trees that are budded and grafted in the nursery, and buy them from a dependable nursery. If you can use this to any advantage you are at liberty to do so.

Yours truly,

P. L. Downs.

Mr. Downs is Vice-president of the First State Bank, Temple, Texas, and also President of the Governing Board, Texas Experiment Stations.

Dallas, Texas, Feb. 19, 1918.

Dear Sirs:

The pecan trees came in first class shape, and want to say that they have the finest root system I have ever seen grow. Your trees all live for me.

Yours truly,

Chas. L. Edwards (Pecan Expert), Dallas, Texas.

Huntsville, Texas, Feb. 16, 1919.

Dear Sir:

It was my pleasure to see some of your nursery stock this morning. I must say I have never seen anything to compare with the ROOT SYSTEM you have produced on your trees.

I have about 50 pecan trees growing, but think I have room for two more. Am enclosing check and will ask that you send them at once.

I often have calls for pecan trees and will take pleasure in recommending your system for growing roots, and that is really the life of the tree. Trusting you will make early shipment,

Yours very truly,

I. Robt. King.

Belton, Texas.

Dear Sirs:

Our friends who ordered pecan trees from your nursery through us, were more than pleased with the trees when they arrived. They were strong, vigorous trees, with unusually good root systems. (Mrs.) Martha Nash.

We sold Mrs. Nash four shipments of trees last season. She placed her first order with another nursery, but after seeing our trees, gave us all of her business. We satisfy our customers. Try us with an order.

Dr. C. C. Nash, Palestine, Texas: "All the pecan trees I bought of you on February 12 are living and one bore five nuts the first year."

References: Arp Guaranty State Bank, Arp, Texas; H. A. Pace, Arp, Texas; First National Bank, Troup, Texas; Henry Acker, District Demonstration Agent, Whitehouse, Texas; J. B. Mayfield, Tyler, Texas; J. H. Burkett, State Pecan Specialist, Clyde, Texas; East Texas Chamber of Commerce, Tyler, Texas; Dean E. J. Kyle, College Station, Texas; R. G. Dunn & Co.





A nursery view showing 3-year old trees ready for shipment this fall and winter. We have one of the largest exclusive Pecan Nurseries in the United States and the Largest West of the Mississippi



### **Absolutely No Agents**

Why pay fruit tree agents twice as much for pecan trees as they will cost you ordered from us? Often the agent is a stranger to you; he will show you a few very large nuts and talk you into buying varieties that are not at all suited to your locality, and get twice as much for his trees that have practically no roots, as our well rooted trees will cost you. And we guarantee ours to be exactly what we represent them to be. The agent will guarantee his to live, and be first class in every way, but where will he be next year or five years from now?

We have a number of good customers that sell nursery stock, but they will not sell the common poorly rooted pecan trees that most other nurseries furnish them, because they know they will not give satisfaction. They buy our trees at regular prices and sell to their customers. Trees that we sell for 65c to \$1.00 they get \$1.50 to \$2.50 each for. Why pay them this enormous profit when you can buy from us just as cheap as they can? Buy your trees direct from us and save the agents' big profit. They will be dug fresh, well packed and shipped direct to you and not have to lay over in railroad stations waiting for the agent to deliver to you.

Why support the middle man?

### **Thoroughbred Pecan Trees**

We give special care to the selection of our seed nuts, taking them from the best trees. These nuts produce the best lateral roots that have ever been found, and the trees that come from these nuts bear heavy crops, which gives a thoroughbred root system. Then our buds are taken from the best bearing paper shell pecan trees to be found. This, of course, makes EVERY TREE A THOROUGH-BRED.

### **Prices on Our Trees**

We are not trying to grow the cheapest trees, but are growing the best trees that are grown in the United States. And for much less money than you will pay if you buy from agents, or most general nurseries. Other nurseries grow trees that look just as smooth as ours above ground, but they haven't anything in the way of roots, except a long tap root, with a very few laterals, which will not give you satisfaction. Our trees have four times the root system and as the root system is the life of a tree, it would really pay anyone to buy our trees at four times the cost of the common tree.

We are forced to raise our prices some this season, but nothing like everything else has advanced in price. Other nursery stock is selling for four times what it once did. We shall keep our prices just as low as we can, and keep giving our customers the very best rooted trees grown.

We invite you to come to our nurseries and see our trees before buying. If it is impossible to come, order a small shipment from us and a few from another nursery and compare them, then order where you can get the best.

We have never failed to sell a customer who has come to our nursery and examined our trees carefully.



The first step in growing a successful pecan grove is to start with the best trees that can be bought.

Our trees from 7 feet up have made a wonderful growth, and from different causes have developed the very finest roots that it is possible for pecan trees to have. They begin to bear earlier and produce heavier crops of nuts sooner than the smaller sizes do. So if you just want to set a few trees, the large ones are cheaper in the long run. For commercial planting the smaller trees are usually set out, as they are cheaper.

Our large trees are the best trees on earth for shade trees; you know they are useful as well as ornamental. The pecan is the best nut that is grown. Set them around your home, in the parks, on the club grounds, and along the State and National highways. Remember that our State Legislature has selected the pecan as The Texas Tree. Why not set out our State tree and help make Texas a land of pecans?

### Why So Many Pecan Trees Die

1st. 90 per cent of the pecan trees grown have not a sufficient root system to nourish them through the shock of being transplanted and back to their normal growing condition. With this kind of roots they often die, and many of them that do not die develop into runts that never amount to anything.

2nd. Most general nurseries buy their pecan trees from wholesale pecan nurseries, and as they can be grown cheaper in the Southern Coast country, most of the trees are grown there. The coast conditions, rich soil, plenty of moisture, and mild climate, produces very sappy, tender trees. You might compare them with hot-house plants. These trees are shipped all over the pecan belt, but under no conditions can they be expected to give satisfaction, and especially out of the Coast Section.

3rd. It is often the case that these pecan trees are dug and shipped to your local nurseryman by October 15th, being on the road a few days with practically no packing around them more than burlap and a handful of moss, often arriving as dry as they can be. Often they will be poorly healed out and will likely be held to be shipped out with other nursery stock, as sold by agents. It will often be from 60 to 90 days before all orders are delivered and very frequently they remain in railroad depots two weeks before delivery, on account of bad weather and other hindrances. A pecan tree under no conditions should be out of the ground more than five or six days. The shorter the time the better.

4th. Quite often Pecan Trees are received in good condition, but will be allowed to lie around in the bundle for two or three days in the sun and wind before they are set out. Then in a good many instances they are set out carelessly, and no care given them after being put out. Under these conditions of course many will die and the owner will say the trees were no good, and lay all the blame on the nurseryman. You should give your trees reasonable care for the first five years and they will then take care of themselves, and in a short while be taking care of their owner. With each order we send complete instructions as to setting out and caring for them.



### Allow Us to Substitute

Unless otherwise stated in order, we will take the liberty to substitute varieties, because we grow nothing but the very best varieties grown.

We are posted on where different varieties do best and often can make a better selection than people who have not made a special study of this subject. 75 per cent of our customers leave the selection of their trees to us.

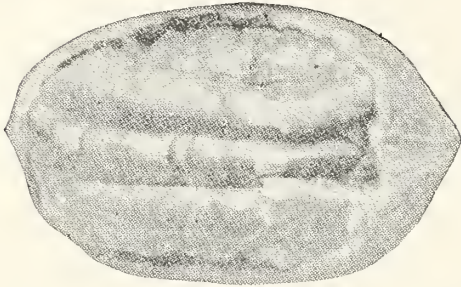
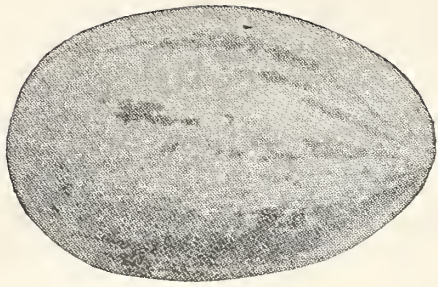
In no case will we substitute when you state on your order "Do Not Substitute." Giving us this right saves much time and trouble.

### Varieties

We grow five of the best varieties grown. We do not try to grow every new variety that comes out, but have selected these varieties from a large number of varieties. All of these have been tried and have proven themselves to be the best so far. These pictures are just the size of the nuts.



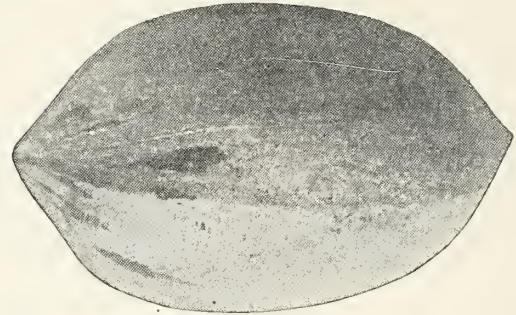
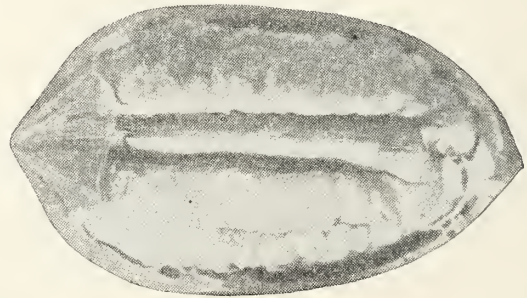
A little Halbert Pecan Tree set out in Feb. 1919, bloomed and set 25 nuts, 15 of which are still growing nicely Aug. 20, 1919. It seems that they will all mature. Does this look as tho it will take a Pecan Tree from 7 to 15 years to bear? Good blooded Paper Shell Pecan trees like we grow will begin bearing in from 1 to 4 years according to varieties and soil conditions.

**Stuart**

The Stuart Pecan is being grown everywhere in the South. It is a large nut, fills out well and is a heavy bearer. The nuts will run about 40 to 50 to the pound. The tree is a hardy fast growing tree. The Stuart has all varieties beat so far, and there is more of this variety being set out than any other. Having had such a demand for the Stuart pecan in the past, our stock will run heavy of this kind this season. The Stuart is earliest in ripening of any large standard pecan. The hulls usually begin to open along in the first days of October in this latitude.

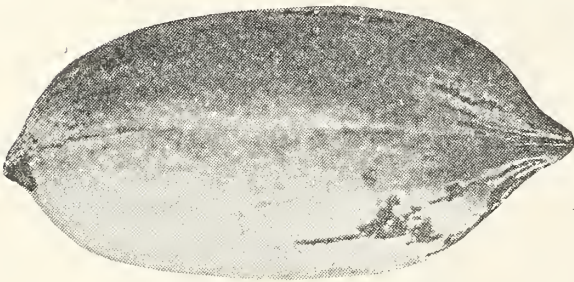
**Delmas**

The Delmas Pecan is large, will run from 40 to 50 nuts to the pound. The tree is a very vigorous grower and a heavy bearer. It is proving to be satisfactory in every way. It has a splendid foliage, and is one of the handsomest trees for home grounds.

**Schley**

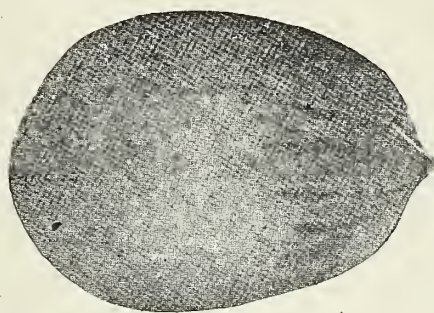
This variety is an ideal pecan. It is a large size nut with a very thin shell. It cracks well, fills well and has the finest flavor of any nut that's grown.

As a tree it is a rapid grower, and has beautiful foliage. This variety brings 20 cents or more per pound above any other variety, but the objectional feature is that this variety is rather a shy bearer. If it were not for this there would be more Schley pecans set out by far than any other variety, but you cannot go wrong in setting a good per cent of Schleys.

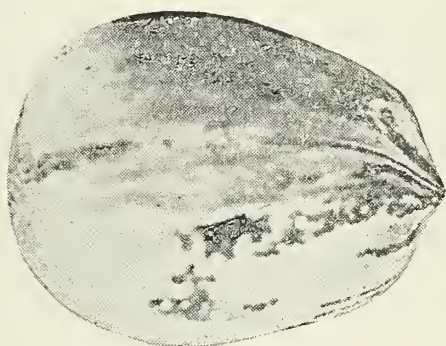




### Success



The Success is another of the large and strictly first-class pecans. It is early and productive in its bearing habit, a strong grower and shapely tree. The nut has a thin shell, cracks well, so that the meats may be taken out in halves. It ripens in mid-season, about ten days later than the Stuart. The kernels are plump, rich and of fine quality. This nut is making a record that places it up with the best. You cannot make a mistake in setting a large per cent of your grove to this variety.



### Halbert

This is a variety that has been originated in Texas and has proven itself to be the heaviest bearer for West Texas that has been found. It's not a tree for beauty, but the most prolific tree that can be produced. The nut is a little smaller than some other paper shell varieties. The shell is very thin and its flavor excellent. Every grove West of the Trinity River should have some of this variety in it.

All trees are guaranteed to be exactly true to name.

Our responsibility ends when trees are delivered to express company.

### Terms

Cash must be sent with each order or if C. O. D. shipments are wanted 25 per cent of amount must accompany order.

We especially solicit club orders. In many cases one can get several of his neighbors to go in with them and make an order together, and when this is done we will make them at the 100 lot price, provided as many as 50 trees or more are ordered.

No extra charge for packing and drayage.

Write us if there is anything you want to know about pecans.

As stated before we are making a special study of pecans and expect to keep up with the times on pecan subjects, and in order to do this, and to keep thoroughly posted with the progress of the pecan industry, we are members of the four following organizations:

The National Nut Growers Association.

The Texas Pecan Growers Association.

The Southwestern Nursery Association.

East Texas Chamber of Commerce.

Send us your order and if you are pleased, tell your neighbors and friends. Send their names and addresses and we will send a catalogue.

We thank all in advance who give us their business, and wish them much success with pecans.

Yours for business,

R. W. Fair, Mgr.,

TEXAS PECAN NURSERY.

If you want to know more about pecan growing in Texas, subscribe for the Texas Pecan Journal, P. O. Box 116, San Antonio, Texas—A monthly journal, \$1.00 per year.

### Texas the Great Pecan State

Texas is the greatest Pecan State in the Union. There are thousands and thousands of acres that are practically covered with the finest native pecan trees in the world.

The best informed pecan men of our State estimate that Texas has at least 50,000,000 seedlings; a greater portion of these never bear profitable crops, while some of them produce some of the finest nuts that can be found, not of the soft shell varieties.

Texas produces 60 per cent of the seedling nuts grown in the United States, and its crop in one season has reached nearly 1,000 car loads. These nuts bring a great amount of money to our people and cost them nothing, except having them gathered.

Nature has proven that we have a very fine pecan soil by giving us the millions of beautiful trees that now stand on our soil. Can't any thoughtful man or woman see what nature has given us, and realize that we have thousands and thousands of acres of the finest kind of pecan land? So many of our people are living right among these wild groves and are yet asleep to the fact that by setting young groves of the large, soft shell varieties, which grow and bear much faster and earlier than the seedlings, with only a small cost, we can add millions of dollars to our annual income.

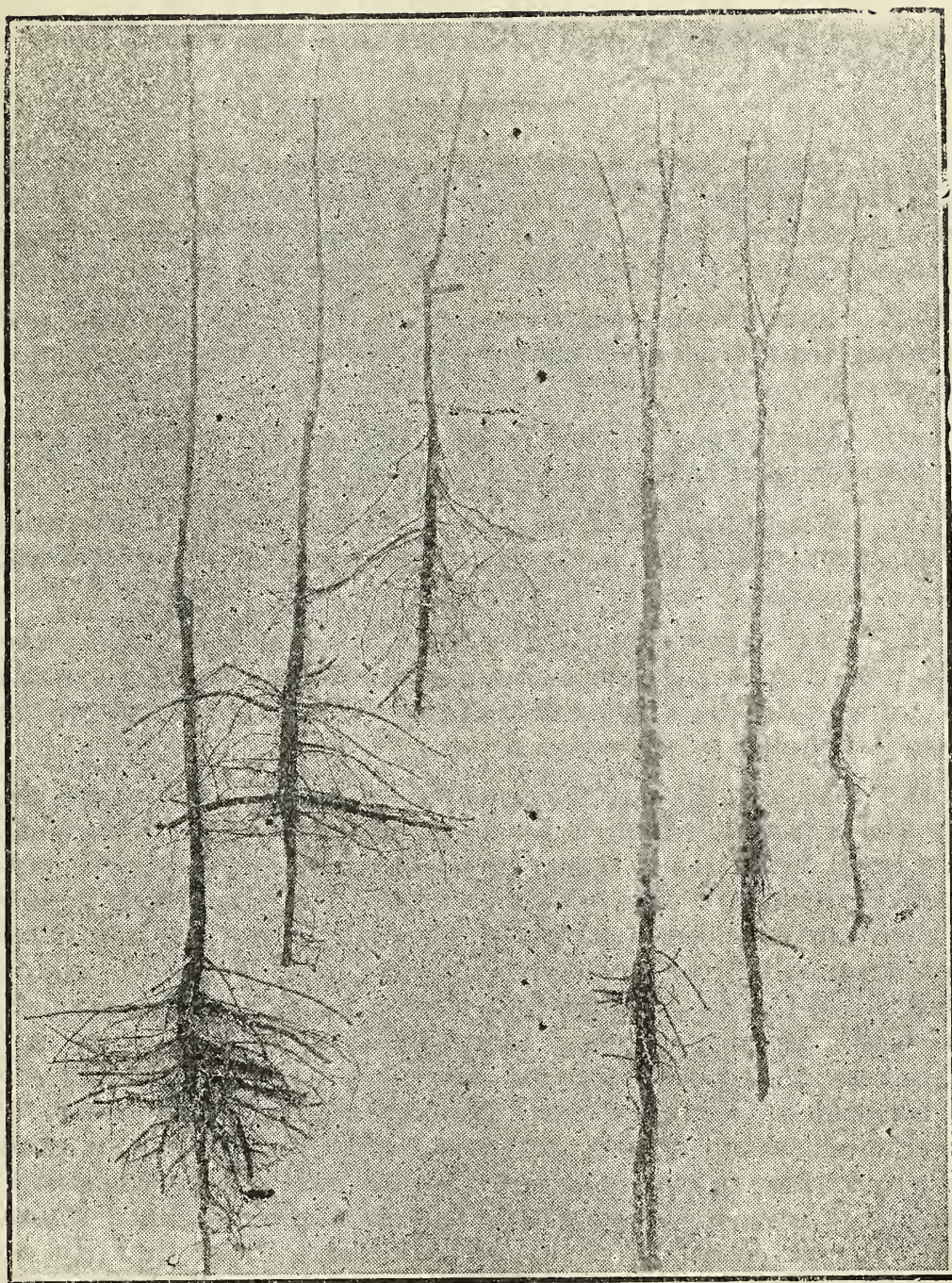
If nut culture were to be given the attention it deserves, in setting young groves, and top working trees, Texas alone could in ten years' time be producing a nut crop worth more than one hundred million dollars.

Pecan growing is no longer an experiment. It is the safest business proposition that can be found, and will make you a fortune in a few years if you are willing to set out a grove and give it reasonable care.

A Paper Shell Pecan Grove is worth \$1,000 per acre at ten years old, if given reasonable care. Pecans are much better than English walnuts or almonds, but you cannot go to California and buy a ten-year old grove of walnuts or almonds for \$1,000 per acre.

Pecans will grow on most land where cotton does well, so let the people of Texas wake up and make Texas the greatest pecan state, as well as the greatest cotton state. Governor Hogg said: "Let Texas be the land of pecans." Oklahoma, Arkansas, and Louisiana have millions of seedling pecan trees growing and have a very bright future for paper shell varieties.





THE ROOT SYSTEM  
WE GROW

THE KIND OF ROOTS  
OTHERS GROW

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FROM THE

## **Texas Pecan Nursery**

R. W. FAIR, Manager

ARP, SMITH COUNTY, TEXAS

MEMBER EAST TEXAS CHAMBER OF COMMERCE



## Twelve Reasons Why You Should Buy Our Pecan Trees

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1st. We guarantee that our pecan trees have the **BEST LATERAL ROOT SYSTEM** that is grown in the United States and a good root system is the life and making of pecan trees; so do not fail to start with the **BEST** trees that can be bought.

2nd. Special seed nuts are selected in order to help produce our wonderful root system, as well as hardy, tough nursery stock.

3rd. Much care is used in selecting soil in which to grow our trees, which helps produce excellent roots.

4th. We give **SPECIAL ATTENTION** to the cultivation of our trees, which is a very important item in the pecan nursery.

5th. Our trees are all dug with spades, and in no case with tree diggers, in order to preserve their splendid roots. Of course this costs a great deal more, but we spare no expense if it helps to give you a better tree.

6th. As a rule, our trees are dug **FRESH** the same day they are shipped, which is an advantage over the trees which have been healed out from 30 to 60 days, or even 90 days, which is often the case when you buy from fruit tree agents, or from nurseries who do not grow their trees, but buy pecan trees from wholesale nurseries located east of the Mississippi River, or in the coast country. Pecan trees grown in that section have developed very sorry root systems, because it is the nature of a pecan tree to have just a long tap root with no laterals. They are very tender, fast growing trees, on account of having a long growing season and plenty of moisture; but when these trees are shipped west of the Mississippi River, where we have long, dry, hot summers and hard freezes in the winter, most of them will die, and those that do not die will make runty trees. Why not buy trees that are acclimated to your section?

7th. Pecan trees grown in East Texas are not sappy, tender trees, but have been toughened by the many changes of weather that we have here, such as long, dry, hot summers and the freezing winters that we often have. You know Texas is noted for its **CHANGEABLE WEATHER**, so you can see that these conditions make our trees tougher and hardier and easier to live and grow off into thrifty trees, than trees grown under more favorable weather conditions all the way through.

8th. East Texas grown Pecan Trees are **BETTER** for you, **TEN TIMES**.



9th. Our customers get from 90 to 100 per cent of our trees to live and grow. Have you been getting such results from **OTHER PECAN TREES**?

10th. Special care is taken in packing our trees for shipment. They are packed well in sawdust and hay, covered with burlap, after which they are dipped in water. All of this insures their reaching you in good condition. No danger of roots being dried out.

11th. **ABSOLUTELY NO AGENTS.** Order your trees direct from us and save the 50 to 100 per cent that the agents make. They sell you trees that have the long tap root, with no lateral roots, and charge you \$2.00 for this kind of tree, where we will sell you the same size tree with four times the roots, for \$1.00. Can you always depend on what some agents tell you? In case your trees are not what they should be after a year or so, whom can you go to? Where is your agent, and can you get him to make them good?

12th. Every effort is put forth to please every customer, and to give him the **BEST PECAN TREES** grown.

If you are interested in pecan growing write us and we will send you one of our booklets on "**How to Grow Paper Shell Pecans.**"

Send the names of your friends, if they are interested.

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### **A Comparison of Our Trees With Other Nurseries' Trees.**

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Notice picture of **ROOT SYSTEM CAREFULLY** on front page.

The trees on the left are grown by our nursery. We plant a seed nut that produces the best rooted pecan tree grown. Our soil here is especially adapted to producing this fine rooted tree and a tree with good roots like ours can reach out in all directions and draw **moisture and plant food with every one of these roots.** Can a tree do this that hasn't these roots?

A well rooted tree will not only live longer and grow better, but this root system will cause it to bear earlier and produce more nuts. A well rooted pecan tree should be twice as large in five years' time as a poorly rooted tree like those grown by 90 per cent of the nurseries. Think what this will be worth to you.

The trees on right of the picture, on front page, were grown by other nurseries. **Are not these trees like the ones you have been buying?** A tree with this kind of a root can-



not draw any moisture or plant food except from that soil which comes in contact with these few little lateral roots.

A tree with practically no lateral roots, as shown in this picture and like those almost always sold, in many cases cannot live, and those that do live cannot make satisfactory growth, as they cannot draw a sufficient amount of moisture and plant food.

The kind of trees you buy for your grove is its foundation, and your future success depends on the quality of trees you set out.

**Don't fail to start right and buy the best.**

**Remember the root system is the life of a tree and will make it what it should be.** If you set out a well rooted tree you can expect a good thrifty growth, but if you set out a sorry tree, you can't expect much.

**We guarantee to furnish the best rooted trees grown in the South.**

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Texas Pecan Nursery, Arp, Texas.

Dear Sirs:—This is to certify that I have bought several lots of pecan trees from Texas Pecan Nursery, and it affords me pleasure to certify that I have had excellent success with them, not losing over two per cent. I attribute this success to the root system, which is the very best, and to the care used in digging and packing.

Yours respectfully,

E. B. ALFORD.

Henderson, Texas.

Mr. Alford is the President of the East Texas Chamber of Commerce.

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Temple, Texas, April 15, 1920

Texas Pecan Nursery, Arp, Texas.

Dear Sirs:—I am glad to say that in my experiences and purchases of pecan trees from the Texas Pecan Nursery, they have the best root system with their pecan trees I have ever seen. I have had signal in planting and growing them.

I have always found you to be prompt in making shipments of such trees as I have ordered, and they have reached me in most excellent condition.

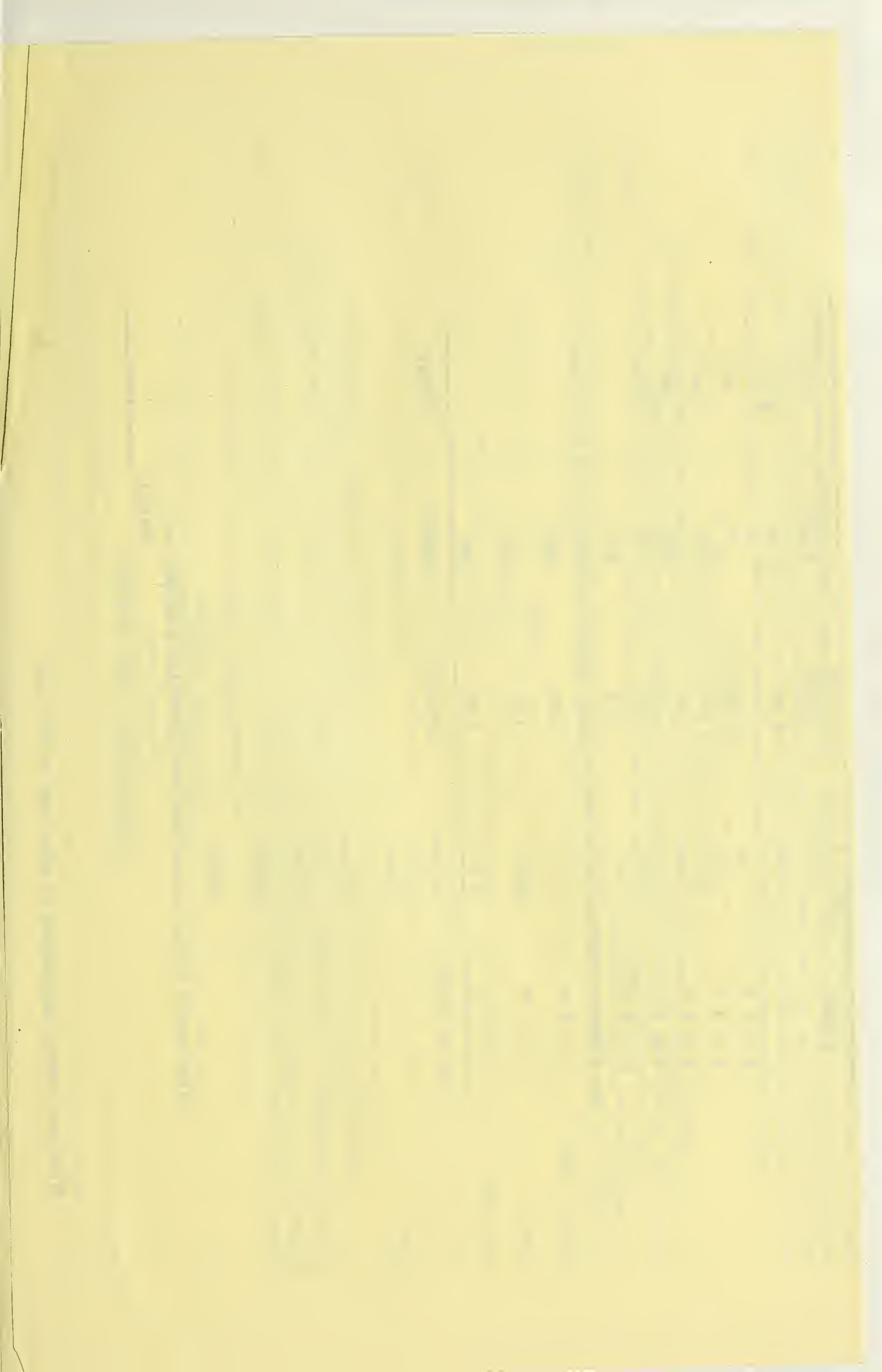
I believe that in planting pecan trees one of the most essential things is to get a splendid root system, and to buy the nursery trees that are budded and grafted in the nursery, and buy them from a dependable nursery. If you can use this to any advantage you are at liberty to do so.

Yours truly,

P. L. DOWNS.

Mr. Downs is Vice-President of the First State Bank, Temple, Texas, and also Pres. of the Governing Board Texas Experiment Stations.











# ORDER BLANK

## TEXAS PECAN NURSERY

R. W. FAIR, Manager

Arp, Smith County, Texas

Growers of the best rooted, huddled pecan trees in the South. We have the largest exclusive pecan nursery west of the Mississippi River, and one of the largest in the United States.

If You are interested in Pecan Growing, write for our 1920-21 Booklet on "How to Grow Paper Shell Pecans."

Please ship me the following hill of Pecan Trees as listed in your catalogue: (Write Plainly.)

Name .....	Date Ordered .....19.....
.....	Date to Ship .....19.....
Post Office .....R. F. D. No.....	P. O. Order ..... \$.....
County ..... State .....	Express Order ..... \$.....
Express Office .....	Cash ..... \$.....
	Total ..... \$.....

**Important**—In order to prevent delay we will ask permission to substitute in varieties or sizes; but should this not be agreeable, write, "Do Not Substitute."

If you do not know what varieties are best suited to your locality, let us make your selection, and you will get the best. We cannot ship by Parcel Post or freight, but all orders will be shipped by Express.

**We Guarantee**—Every tree true to name or your money back, but in no case more than you paid for tree.

No order accepted for less than \$5.00.

### PRICE LIST

We have been compelled to raise the price on our pecan trees some this year on account of the advance in labor and of everything else we use. But still we are selling you the best rooted trees that are grown in the United States for much less money than you will pay other nurserymen and fruit tree agents, and get trees not worth one third what ours are worth on account of our wonderful root system. 90 to 100 per cent of our trees live and grow off nicely. Have other pecan trees that you have bought done this?

TREES	Lots of 1 to 25 EACH	Lots of 25 up EACH	Lots of 100 up EACH	Lots of 1000 up EACH
1 to 2 ft.	\$ .85	\$ .80	\$ .75	\$ .70
2 to 3 ft.	.95	.90	.85	.80
3 to 4 ft.	1.25	1.20	1.10	1.00
4 to 5 ft.	1.50	1.40	1.35	1.30
5 to 6 ft.	2.25	2.00	1.75	1.70
6 to 7 ft.	3.00	2.75	2.50	

The following sizes are extra fine for shades around the house as well as for nuts.

7 to 8 ft.	3.75	3.25	3.00	
8 to 9 ft.	5.00	4.75	4.50	
9 ft. up	6.00	5.50	5.00	

No. of Trees.	Varieties	HEIGHT	PRICE	TOTAL
	Stuart			
	Success			
	Delmas			
	Halbert			
	Schley			

Make second choice in case your first choice has been sold out.

TOTAL



ACADEMIC RECORD

NAME: [illegible]  
[illegible]

[illegible]

[illegible text]

[illegible text]

[illegible text]

[illegible text]



### **East Texas Chamber of Commerce and What it Stands For**

Civic and commercial organizations that issue voluminous and bright literature inviting foreign industries to locate in the "Greatest and Most Beautiful Town in the World" are gradually being displaced by a new type of trade body. The successful commercial organization of today must adapt itself to the practical needs of the community, link the interests of the farmer and city-dweller and deal largely in community welfare.

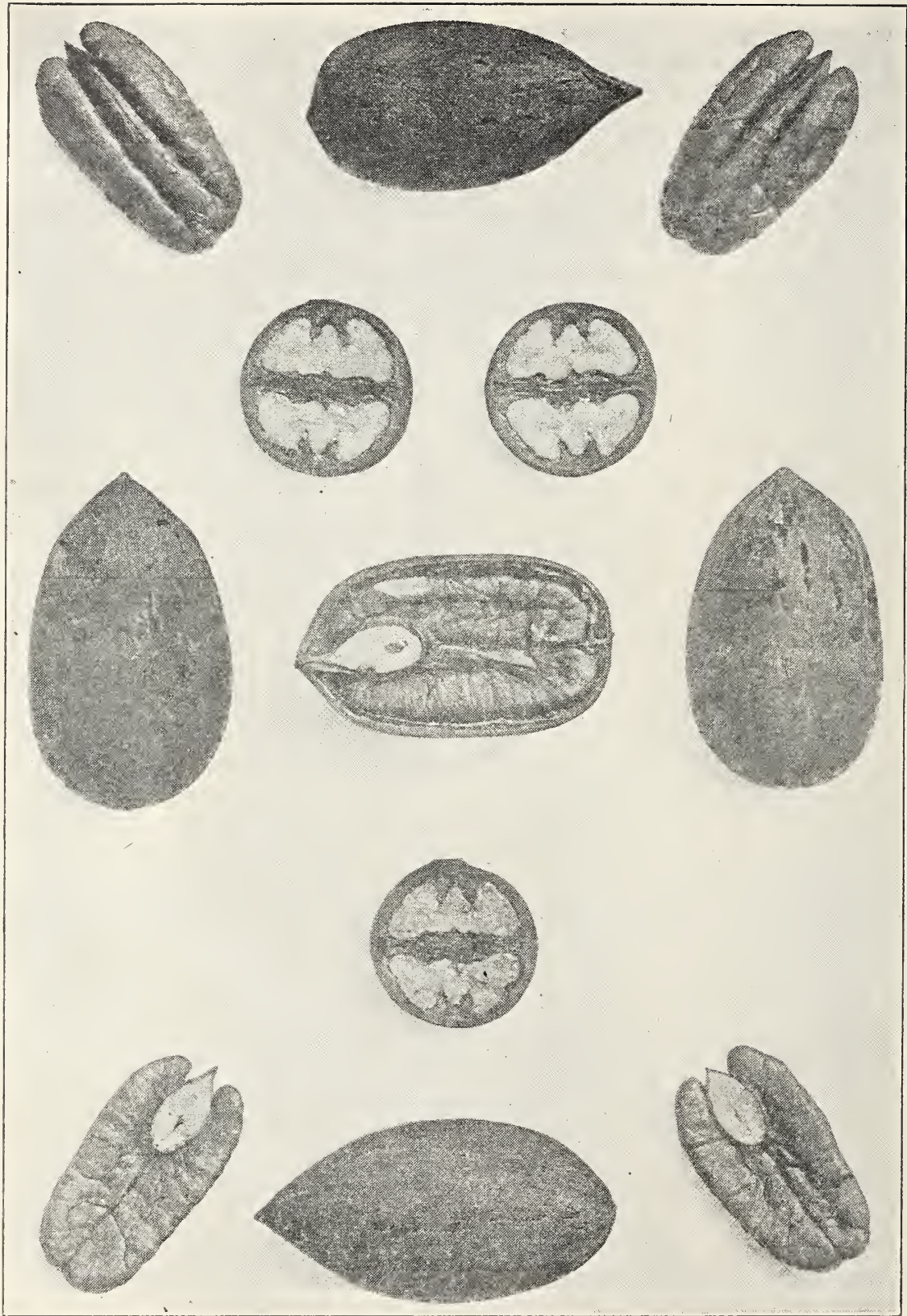
The four basic principles emphasized in the organization of the East Texas Chamber of Commerce were home ownership, agricultural development, better marketing and improved livestock on East Texas farms. Thus it is noted that the activities of the chamber have more to do with the country than the town. This is due to the fact that the management realizes that a town will prosper as the surrounding country develops. The strength of a nation lies in its homes—the East Texas Chamber of Commerce holds that if we are to keep the boys and girls happy and contented on the farms we must provide the country home with modern conveniences. If we give the home the best we have, then we may expect much to come from it. The country home today may have modern conveniences—water may be piped into the house, good light, good heat and good and wholesome food go to make home life worth while.

Agricultural development and better marketing facilities go hand in hand with home ownership. The key to successful farming in East Texas is never to buy meat, lard, poultry, eggs, butter, vegetables and fruit—a better way is to grow 'em. Agricultural development means to sell rather than buy. Getting away from the one crop idea is doing more for East Texas than any other thing, but successful diversification must be followed by scientific marketing and a standardization of products. Production and more production is the demand of the hour, but there will be no greater production unless the produce can be marketed at a profit to the grower. When we learn to market profitably—when we learn to work together, town and country co-operating, to establish a practical marketing system, then will the problems of greater production be solved. Working through the East Texas Chamber of Commerce, business interests of the Eastern half of Texas have joined forces with the growers of fruit, vegetables and staple crops in an effort to produce a ready sale at fair prices for all products grown on East Texas farms. The method of solving this problem is through co-operative marketing associations.

The placing of improved livestock on East Texas Farms will add to the independence that agricultural development and better marketing will bring. The dairy cow has already resurrected four of the old states from agricultural depression and, if given a chance, will do her part toward bringing prosperity to rural life in this region. Likewise better hogs, better sheep and better cattle will prove an aid in marketing crops. East Texas Bermuda pastures sustain four cows to the acre while western grazing lands sustain one cow to ten or twelve acres.

EAST TEXAS CHAMBER OF COMMERCE,  
Tyler, Texas.





PECANS FROM ACTUAL PHOTOGRAPH  
(Size Reduced 20 Per Cent)